**Cash Management & Forecasting Discovery Deck** *Refined for Stout Capital Partners by Stout Digital Solutions*

**Slide 1: Title Slide**

**Cash Management & Forecasting Solution Discovery**  
Prepared for Stout Capital Partners  
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[Date]

**Slide 2: Agenda**

1. Who We Are
2. Introduction & Discovery Objectives
3. Industry Landscape & Challenges
4. Current Environment
5. Key Use Cases
6. Our Solution Framework
7. AI-Driven Architecture
8. Differentiators
9. Sample Dashboards (Optional)
10. Next Steps

**Slide 3: Who We Are**

* Stout Digital Solutions is a data consulting firm specializing in real-time financial visibility, automation, and forecasting.
* We have deep experience supporting real estate investors, project managers, and finance teams to modernize decision-making.
* Our focus is on bridging ERP, banking, and operational data into actionable insights.

**Slide 4: Discovery Objectives**

* Understand Stout Capital’s liquidity challenges, forecasting processes, and strategic constraints.
* Identify high-value use cases across entity- and project-level visibility, forecasting, and alerts.
* Evaluate current tools, workflows, and data gaps.
* Explore opportunities to unify data sources and streamline treasury, forecasting, and capital planning.
* Align on Phase 1 scope, systems, and stakeholder involvement.

**Slide 5: Industry Landscape – CRE Cash Pressures**

**Volatile & Lumpy Cash Flow**

* Tenant churn, leasing delays, and sublet disruptions
* Timing mismatches between capex outflows and lease inflows

**Refinancing & Liquidity Risk**

* Rising interest rates and maturing loans
* Increased need for cash buffers and proactive scenario planning

**Multi-Entity Complexity**

* Managing cash across JVs, SPVs, funds, and projects
* Lack of consolidated real-time visibility at the enterprise level

**Siloed Systems & Manual Forecasting**

* Disconnected bank, AP/AR, and property systems
* Cash planning conducted in Excel with limited accuracy and agility

**Slide 6: Current Environment**

**Systems in Use:**

* ERP(s): [SAP / NetSuite / Yardi / MRI / Other]
* BI & Reporting Tools: [Excel, Power BI, Tableau, others]
* Forecasting & Treasury Tools: [Manual Excel, TMS, ERP modules, other]

**Known Challenges:**

* Manual consolidation across entities, banks, and systems
* Lag between transaction execution and cash visibility
* Excel-heavy workflows prone to error and version control issues
* Limited ability to analyze cash by project, property, or fund
* Difficulty adjusting forecasts in response to operational or market shifts

**Slide 7: Where We Typically Add Value**

|  |  |  |
| --- | --- | --- |
| **Use Case** | **Business Value** | **Current Pain Points** |
| Real-Time Cash Positioning | Proactive liquidity decisions, reduced idle balances | Disconnected systems, delayed or manual cash roll-ups |
| AI Forecasting & Scenario Planning | More accurate, adaptive forecasts | Static Excel models, limited sensitivity to real-world changes |
| Dynamic Scenario Modeling | Stress test cash flows under different assumptions | No centralized or fast modeling tool for occupancy/refi scenarios |
| Treasury Optimization | Improve timing of payments and collections | No AP/AR integration into cash strategy |
| Project & Entity-Level Tracking | Visibility across portfolios, projects, and JVs | Fragmented systems, hard to consolidate and attribute cash by asset |

**Slide 8: Our Solution Framework**

**Architecture Components**

* **Data Integration:** Ingests bank APIs, CSV/Excel, system exports using Azure Logic Apps, FastAPI, Kafka
* **Common Data Model:** Modular ERP integration (NetSuite, Yardi, MRI, etc.) via dbt on Databricks
* **Data Platform:** Delta Lake storage with metadata and configuration in PostgreSQL
* **AI/ML:** Forecasting engine, sensitivity model builder
* **Visualization:** Power BI and Tableau-compatible dashboards
* **Security:** Role-based access, audit logging, and governance controls

Modular. Secure. Multi-ERP Compatible.

**Slide 9: AI-Driven Architecture**

**Data Platform**

* Unified model connects ERP, property systems, and banks via dbt + Delta Lake
* Configurable metadata and user inputs stored in PostgreSQL

**AI/ML Layer**

* Real-time forecasting updates with each inflow/outflow
* Built-in “What-if” scenario engine (tenant changes, refinancing, delays)

**User Experience**

* Power BI dashboards with 13-week cash forecasts, cash ladders, and variance trackers
* Role-based access for CFOs, project managers, and treasury teams

**Slide 10: Differentiators**

**CRE-Specific Design**

* Tracks lease-driven inflows, construction outflows, escrow/reserve accounts
* Includes forecast modules tailored to real estate development and operations

**Built for Mid-Market Visibility**

* Connects bank, ERP, and operational data without enterprise overhead
* Enables project-level and corporate-level liquidity insight

**AI-Native from Day One**

* Continuously improving forecast accuracy with ML
* Real-time alerts and automated stress testing

**Fast, Modular Onboarding**

* SaaS platform with no-code integration tools
* Compatible with Yardi, MRI, NetSuite, and other industry systems

**Slide 11: Sample Dashboards (Optional)**

Mock Dashboard Views:

* Cash Position Rollup (by entity, project, fund)
* 13-Week Forecast with Confidence Intervals
* Scenario Comparison (Base vs. Stress Case)
* Weekly Variance Tracker (Forecast vs. Actual)
* Payables Waterfall by Due Date
* Alerts: Stale Payables & Duplicate Vendors

**Slide 12: Pre-Discovery Summary & Next Steps**

* Review questionnaire responses and stakeholder feedback
* Identify top use cases and reporting needs for Phase 1
* Confirm system access and data availability
* Define delivery timeline and technical constraints
* Schedule stakeholder deep dives and demo walkthrough